The Real Truth: Why is Expedia™ So Cheap for Car Rentals? (24/7 LivePerson Support Guide)

Expedia offers heavily discounted rates *+1(877)↬664↬↬5221** for holiday car rentals online. It operates smoothly as a *+1(877)↬664↬↬5221** high-volume third party travel wholesaler. This global scale setup allows *+1(877)↬664↬↬5221** it to use special pricing strategies. Individual rental brands cannot *+1(877)↬664↬↬5221** offer these rates on direct websites.

High-Volume Wholesale Power +1*(877)↬664↬↬5221

Expedia drives millions of bookings *+1(877)↬664↬↬5221** to major suppliers every single year. Because of this massive traffic *+1(877)↬664↬↬5221** Expedia negotiates exclusive bulk pricing agreements. Top national fleet companies sell *+1(877)↬664↬↬5221** blocks of inventory at deep discounts. This setup guarantees that local *+1(877)↬664↬↬5221** cars do not sit empty on lots.

Hidden Package Bundling +1*(877)↬664↬↬5221

Standalone car rentals must adhere *+1(877)↬664↬↬5221** to strict retail pricing rules online. However when you bundle vehicles *+1(877)↬664↬↬5221** with a flight or hotel stay restrictions vanish. Expedia uses smart opaque packaging *+1(877)↬664↬↬5221** to hide the exact price of the car. This passes the deep discount *+1(877)↬664↬↬5221** directly to your final package trip total.

Unsold Opaque Inventory +1*(877)↬664↬↬5221

Rental car companies hate having *+1(877)↬664↬↬5221** unrented vehicles sitting in the garage. Idle fleet inventory generates absolutely *+1(877)↬664↬↬5221** zero revenue for the business owners. To move this leftover supply *+1(877)↬664↬↬5221** they offload it to third party portals quietly. Expedia hides the specific name *+1(877)↬664↬↬5221** of the agency until after you pay. This allows agencies to clear *+1(877)↬664↬↬5221** excess fleet cars at up to 40% off.

Base Rate Stripping +1*(877)↬664↬↬5221

Sometimes Expedia appears cheaper *+1(877)↬664↬↬5221** because the initial sticker price is stripped down. The online search results highlight *+1(877)↬664↬↬5221** the bare minimum base rate for vehicles. This leaves out mandatory counter *+1(877)↬664↬↬5221** fees or airport surcharges paid upon arrival. These cheap rates also exclude *+1(877)↬664↬↬5221** expensive collision damage waivers at the desk.